

Target Market Determination

Ultimate SMSF Variable Rate Home Loan

Issuer: Golden Eagle Mortgages Pty Ltd
ACN 648 099 638, ABN 30 648 099 638 or

Manager: Better Choice Home Loans Pty Ltd (Better Choice)
ABN 79 095 728 868 ACL 378333

Effective Date: 22 December 2025

This Target Market Determination (TMD) describes the type of customer for which the Ultimate SMSF Variable Rate Home Loan is designed for, having considered the likely objectives, financial situation and needs of customers in the target market.

Target Market

This loan is only suitable for borrowers who are corporate trustees of a self-managed superannuation fund (SMSF) who:

- I. Wish to borrow funds to purchase residential real estate or wish to refinance an existing limited recourse residential real estate mortgage arrangement;
- II. Are looking for a loan to value ratio (LVR) of up to 80%, depending on amount borrowed and security type;
- III. Can satisfy Better Choice that they have the capacity to repay;
- IV. Can offer the acceptable titles:
 - Freehold Land
 - Torrens Title
 - Strata Title
 - Common Law Title
 - Fully completed Community Title
 - Crown leasehold in the ACT with a minimum lease term 5 years longer than the loan term

The security must be zoned as 'residential', 'rural residential', 'rural living' or an equivalent type with minimum and maximum land size requirements. There are a number of unacceptable security types which the Lender can advise the borrower of on enquiry; and
- V. Desire a residential home loan with the following features:
 - A variable interest rate
 - The flexibility to make extra repayments at any time
 - The ability to make Interest Only (IO) repayments for up to 5 years (switching to principal and interest repayments after the IO period ends)
 - Minimum loan term: 15 years
 - Maximum loan term: 30 years
 - Minimum loan size: \$100,000
 - Maximum loan size: \$2,500,000

Suitability

This Loan would suit borrowers:

- With an objective to pay off the loan quickly with rental income and other contributions.
- Whose member's super contributions and rent enables them to afford the repayments and meet Better Choice's serviceability criteria.
- Seeking a term loan to be secured by a registered first mortgage over acceptable real estate in accordance with the Lender's lending Policy.
- Seeking a variable interest rate.

- Requiring the flexibility to make extra repayments at any time.
- Who are comfortable using technology to manage their mortgage accounts.

Not suitable:

This loan would not be suitable for borrowers looking to:

- fix the interest rate on their loan.
- Capitalise interest or funding of interest (as per The Superannuation Industry (Supervision) Act 1993 (SIS Act)) - Loan funds must only be used for the purchase of a property and there can be no redraws, offset accounts or further advances.
- Reside or allow their beneficiaries to reside in the property being purchased or refinanced
- Borrow money to construct or renovate a property.
- Buy vacant land.
- Purchase or refinance security unacceptable to the lender.
- borrowers looking for a home loan with an offset account or the ability to have split accounts.
- Borrowers needing to use cheques or handle cash to make repayments.
- Borrowers needing to visit a physical branch.

Key Eligibility Requirements

The Borrower must:

- Be a company and act as a trustee of a SMSF.
- Have both a Trust Deed and a Property Trust Deed and be able to purchase the property in accordance with the Trust investment strategy.
- Have a complying superannuation fund status and comply with all regulations applying to superannuation funds and the SIS Act as amended.
- Have the right to acquire the legal interest in the property being purchased from the property trustee once the loan is repaid.
- A guarantee will also need to be provided by each member of the SMSF
- Be able to demonstrate to the lender's satisfaction the ability to service the loan for example through rental income from the investment property or members' contributions.
- Provide acceptable security and be able to meet the Lender's credit assessment criteria.

Distribution

Distribution Channel	Distribution Conditions
By mortgage brokers directly accredited with Better Choice	<p>The main distribution channel for this product is through third party distributors. Better Choice only permits third parties to distribute this product who are approved aggregators, who in turn use their authorised brokers who have been accredited by Better Choice.</p> <p>The accredited mortgage brokers are subject to a best interest's duty and related obligations to ensure that the product is in the best interests of any customer when offering this product.</p> <p>Better Choice also requires that:</p> <ul style="list-style-type: none"> • Aggregators be responsible for third party brokers involved in the distribution of the product and comply with their agreement in place with Better Choice and take reasonable steps to ensure that their brokers meet Better Choice's mortgage brokering requirements. • Third party brokers meet Better Choice's accreditation requirements which include holding appropriate

	<p>qualifications, industry membership and authorisations to engage in credit activities as well as completion of background checks</p> <ul style="list-style-type: none"> Brokers use Better Choice's approved application system to provide Better Choice with the customer's details and product requirements to be assessed by our systems and staff to ensure applications meet our eligibility criteria, including the customer's ability to meet repayment obligations. <p>If aggregators and mortgage brokers fail to comply with the above requirements, it may result in Better Choice terminating their authority to distribute this product.</p>
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Distributor Reporting Requirements

Reporting Period	<p>Reporting information is to be reported quarterly during each calendar year. Reporting periods are:</p> <ul style="list-style-type: none"> Quarter ending 31 March Quarter ending 30 June Quarter ending 30 September Quarter ending 31 December
Reporting Information	<p>Third party distributors of these products must provide BNK/Better Choice with the following information as soon as practical, or within 10 business days after the reporting period, unless otherwise specified</p>
Complaint information	<p>Full details of any complaints received in relation to this product, including:</p> <ul style="list-style-type: none"> Number of complaints. Nature and circumstances of the complaints.
Feedback	<p>Feedback that the target market or key product attributes may no longer be appropriate and not meeting the likely needs, objectives or financial situation of the target market.</p>
Significant dealings	<p>A distributor must notify in writing as soon as possible but, in any case, within 10 business days of becoming aware of a significant dealing. A significant dealing is defined as <i>"a substantial volume of dealings which occur outside the target market, or dealings outside the target market which have caused, or are likely to cause significant consumer harm to the borrower"</i>.</p> <p>The notification must include the following information:</p> <ul style="list-style-type: none"> The date or date range when the significant dealing occurred; A description of the dealing and an explanation on why it's deemed significant and inconsistent with the TMD; Steps taken or to be taken because of the dealing; and How the significant dealing was identified.

Review

Periodic Review	<p>Every year from the effective date to ensure it remains appropriate, or earlier if other circumstances occur which trigger the need to review the TMD.</p>
Review Trigger	Borrower Outcomes

	<p>Unexpected trends in borrower outcomes which are significantly inconsistent with the intended product performance, including:</p> <ul style="list-style-type: none"> • Borrowers who are not utilising product features; and/or • Borrowers who are in hardship arrangements <p>Complaints</p> <p>Unexpected trends in complaints received from borrowers who acquired the product, which relate to the Borrower's purchase or use the product for example:</p> <ul style="list-style-type: none"> • Distribution (e.g. misrepresentation or mis-selling from sellers of the product); • Product suitability (e.g. sale of a standard Variable Rate home loan to a borrower that prefers the certainty of a fixed rate); <p>Incident Data</p> <p>A material incident or significant number of incidents in relation to the product's design or distribution that identify breaches of legal or regulatory obligations</p> <p>Significant Dealings</p> <p>Any significant dealing of the product to Borrowers who are outside of the Target Market</p> <p>Notification from ASIC</p> <p>The receipt of a product intervention power order from ASIC requiring the lender to immediately cease retail product distribution conduct in respect of the product.</p> <p>Changes to the product</p> <p>The material alteration of the product or product terms and conditions (e.g. adding to, removing or changing a key product attribute; significant change to distribution channel and distribution strategy).</p> <p>Changes to Law</p> <p>A significant change to the enforceable regulations that govern the loan or direct intervention from any of the governing bodies.</p>
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